



press release

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Orange Business Services targets new regional satellite broadband business, focusing on Oil & Gas and Shipping sectors

**CABSAT 2013: Dubai World Trade Centre
Hall – 1 Stand B1-23**

[Orange Business Services](#), the business to business arm of France Telecom-Orange, is targeting additional revenues from the [Middle East and Africa](#) region through its Satellite VPN services, with an emphasis on the [Oil & Gas](#) and [Shipping](#) sectors in the region, where satellite solutions play a pivotal role when communicating in remote areas. Orange Business Services has already deployed more than 1,200 satellite-based solutions in the MEA region and will exhibit at CABSAT 2013 in Dubai.

Access to high-speed communications has become a prerequisite for any company doing business internationally. The satellite broadband market has proved to be resilient and [Northern Sky Research](#) suggests that broadband satellite market global revenues could more than double from \$3.3 billion in 2008 to \$7.6 billion by 2018.

For enterprises located in remote parts of the globe where conventional terrestrial-based infrastructure is not viable, satellite broadband services provide a vital link to the wider world through VSAT (very small aperture terminal), a two-way satellite dish antenna fixed on the ground or a stabilised maritime antenna at sea.

Orange delivers satellite services to support companies across a broad range of vertical sectors including Oil & Gas, Mining, Government, Shipping and Finance. Orange Business Services customers use satellite solutions depending on their specific needs:

- major credit card companies for terrestrial network backup;
- multinationals to increase network availability for running mission-critical applications, and
- humanitarian and aid organizations to connect their operations in harsh environments and remote areas.

Orange Business Services' satellite solution allows access to the Orange IP VPN network. Orange Business Services has a fully integrated terrestrial and satellite network that not only provides a secure high level of availability, but also flexibility so that changes can be made quickly and easily whenever needed.



Michel Verbist, Director, Business Development, Satellite Solutions at Orange Business Services, said: “Network services represent a large proportion of the services we implement in the Middle East and VSAT plays a big role within the region relating to both primary and secondary connectivity. We are now aiming to increase our presence and activity in the Middle East region, and Orange is unique in that we have a large MPLS backbone with in-house satellite services on top. This means that we can provide the same end-to-end service level agreements on satellite services as we do for standard network services.”

Orange Business Services has a 50 year history in the Middle East and Africa and has a very strong business foundation and presence, with 500 MNC customers. It has an extensive regional network footprint, with 138 points of presence, including 31 countries with terrestrial IP VPN access nodes and 23 countries with satellite IP VPN access nodes. This allows Orange to offer a fully-managed, seamless MPLS and satellite network that is secure and optimized.

About Orange Business Services

Orange Business Services, the France Telecom-Orange branch dedicated to B2B services, is a leading global integrator of communications solutions for multinational corporations. With the world's largest, seamless network for voice and data, Orange Business Services reaches 220 countries and territories with local support in 166. Offering a comprehensive package of communication services covering cloud computing, enterprise mobility, M2M, security, unified communications, videoconferencing, and broadband, Orange Business Services delivers a best-in-class customer experience across a global landscape. Thousands of enterprise customers and 1.4 million mobile data users rely on an Orange Business Services international platform for communicating and conducting business. Orange Business Services was awarded three of the telecom industry's highest accolades at the annual World Communication Awards 2012 – Best Global Operator, Best Cloud Service and the User's Choice Award. Orange Business Services is a five-time winner of Best Global Operator. Learn more at www.orange-business.com

France Telecom-Orange is one of the world's leading telecommunications operators with annual sales of 43.5 billion euros and has 170,000 employees worldwide at Dec. 31, 2012. Orange is the Group's single brand for Internet, television and mobile services in the majority of countries where the company operates. France Telecom (NYSE:FTE) is listed on Euronext Paris (compartment A) and on the New York Stock Exchange.

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